



## **STAR\$ - State Technical Assistance Resource \$upport A Pilot SWaM Program**

### **Description**

STAR\$ is a pilot mentor/protégé program designed by VDBA to provide guidance and business assistance to qualified companies as they seek new contract opportunities within the Commonwealth's procurement system. Its purpose is to test whether more rapid gains in SWaM utilization by the Commonwealth of Virginia can be obtained by an intense focus on competitively selected firms that are pre-qualified as suppliers and have the potential to immediately bid on large contracts. STAR\$ was developed under the guidance and goals of [Executive Order 33](#).

The companies selected for the pilot had to be SWaM-certified and eVA-registered, have at least one location in Virginia, have 2-5 years of business experience, have a documented record of superior performance, including a Better Business Bureau check, have at least three current contracts and three customer recommendations. A personal interview was required and companies had to agree to mentor a company upon "graduation" from the program.

Pilot companies are receiving assistance with procurement processes, strategy, marketing, goal-setting, performance reviews, and opportunity identification.

### **Results**

Early results for STAR\$ pilot program participants have been promising:

Pragmatic Solutions – A major contract with the Virginia Information Technologies Agency (VITA) for Risk Management and Internal Control  
Crewestone Technologies – Selected as a Virginia Lottery subcontractor to CBS 6  
PEMMCCO – On-call engineering contract with the Virginia Department of Transportation and a contract with TMS Designs

Capitol Management – Contract to establish a Small Business Development Center for farmers

Security Business Archives – Media storage or document shredding contracts with five (5) Federal, State, or local agencies

Young Moving and Storage – Contracts for key personnel household goods moves at Virginia Tech, University of VA, and Old Dominion University

Bullock & Cooper – Collection services contract with the Virginia Office of the Attorney General

## **What's Next**

The STAR\$ pilot will be evaluated and, if determined to be successful and cost-effective, will be submitted for state-wide program status, allowing companies meeting the qualification standards to submit applications to participate. Target date: July 1, 2008.

## **Profiles of STAR\$ Pilot Companies**

**The Aspen Group** is a human resources management and staffing firm specializing in staffing, facilities management, outsourcing, vendor management and project management. Founded in 1988, the Aspen Group is an international firm serving private and government sector clients such as IBM, UPC, Coca Cola and the U.S. Department of State. They are SWaM certified and are a SBA 8(a) graduate.

**President: Armenthia “Mike” Cruise**

**Address: [www.theaspengroup.com](http://www.theaspengroup.com)**

**Telephone: 301-650-6200**

**Astyra** is a technology consulting and outsourcing company focused on financial, healthcare, enterprise and government solutions. A SWaM certified company founded in 1991 and incorporated in 1997, Astyra has served such clients as Unisys, Capital One, Timmons Group and the City of Richmond.

**President: Dana Love- Co-founder Ken Ampy**

**Address: 116 E Franklin Street, Richmond 23219**

**Telephone: 804-225-9591**

**Brandon Technology** is a service Disabled Veteran-owned small Business (SDVOB) SBA 8(A) firm providing specialized, critical information technology. BTC has a “secret” level security clearance and is currently submitting for top Secret clearance. The four areas of core competency for BTC are Telecommunications, Healthcare Information Technology, Information Assurance, and data management.

**President: Leonard Tharpe**

**Address: 1320 Central Park Boulevard suite 252, Fredericksburg, 22401**

**Telephone: 540-548-0001**

**Bullock and Cooper, PC.** is a law firm of twin sisters dealing with business and personal law. Specializes in collections.

**President: Tanya Bullock**

**Address: 5741 Cleveland Street, Suite 220, Virginia Beach, 23462**

**Telephone: 757-965-5608**

**Catapult Consultants** provides services in information technology and financial management

**President: Anthony Fung**

**Address: 1750 Tyson's Blvd, Suite 240, McLean 22102**

**Telephone: 703-849-0960e ext 101**

**Crewestone Technologies** is a communications firm specializing in the areas of video production, postproduction, design, analysis, and technical support. Founded in 1999, Crewestone Technologies is SWaM and SBA 8(a) certified and eVA registered. Their client list includes NASA and the City of Hampton, VA.

**President: Robert Taborn**

**Address: 1919 Commerce Drive, Hampton, 23666**

**Telephone: 757-825-8951**

**eKohs** is a business resource consulting firm that helps government and commercial clients improve their bottom line by providing the best people, processes, and technology for their culture

**President: Deborah Lansdowne**

**Address: 1175 Herndon Pkwy, Suite 250, Herndon, 20170**

**Telephone: 703-481-1001**

**Five Star Industrial and Business Supply** distributes and repairs industrial, janitorial and office supplies. A SWaM certified business, Five Star Industrial and Business Supply has served such clients as Longwood University, the Virginia Department of Transportation and the University of Virginia.

**President: Lo Davis**

**Address: 633 Berkmar Circle, Charlottesville, 22901**

**Telephone: 434-973-3205**

**Global Technologies Solutions** is a minority owned IT firm, founded in 2000. They specialize in recruitment, placement, project management and outsourcing of IT projects.

**President: Anthony Long**

**Address: 108 E. Grace Street, Richmond, 23219**

**Telephone: 804-343-7400**

**Hughes Capital Management, Inc.** was founded in 1993 and is a registered investment advisor. The firm focuses exclusively on fixed income investment management services for institutional investors and currently manages approximately \$1 billion for 23 clients.

**President: Frankie Hughes**

**Address: 916 Prince Street, 3rd Floor, Alexandria 22305**

**Telephone: 703-684-7222**

**Intekras** is an award winning minority owned, 8(a) certified and eVA registered company offering core services in information security and defense systems. Established in 2004, Intekras' client list includes the U.S. Department of Housing and Urban Development, Peace Corps and U.S. Coast Guard.

**President: Charles Williams**

**Address: 21515 Ridgetop Circle, Suite 290, Sterling, 20166**

**Telephone: 703-547-3510**

**ITTECOM** is an IT company specializing in network security, technical support, telecommunications, system integration, database management, software development and web design. ITTECOM is SWaM certified, 8(a) certified and eVA registered with clients such as Verizon, the State of Maryland and the City of Baltimore.

**President: Dr. Martin Ma**

**Address: 519 Tennessee Ave., Alexandria 22305**

**Telephone: 301-589-9658**

**Joint Logistics Managers, Incorporated (JLMI)** was founded in 2000 and offers logistics support, IT support and administrative and supply chain management. SWaM and 8(a) certified, JLMI has served such clients as the FDA, CASCOT and J.W. Jackson.

**President: LaVern Jackson**

**Address: 5840 Allin Road, Suite B, Prince George, 23875**

**Telephone: 804-733-0933**

**LT Services, Inc.** provides complete building maintenance services to commercial and government facilities. Services include janitorial/custodial service,

landscaping, snow removal, pest control, and window washing.

**President: Michael Nguyen**

**Address: 2815 Hartland Road, Suite 300, Falls Church 22043**

**Telephone: 703-698-8838**

**Mann Power Enterprises** is a minority owned, SWAM certified, 8(a), eVA registered business providing services in transportation, logistics, moving and warehouse storage. The client list for Mann Power Enterprises includes the U.S. Navy and Army and Earl Industries and Oceana Naval Base.

**President: Bill Mann, Jr.**

**Address: 1010 Cavalier Blvd, Chesapeake, 23323**

**Telephone: Office: 757-265-MANN mobile: 757-560-1198**

**PEMCCO** is a minority-owned, 8(a) registered IT Company specializing in installation and integration services and management support services. PEMCCO has served clients such as the Virginia Department of Transportation and the city of Virginia Beach.

**President: Prescott Sherrod**

**Address: 621 Lynnhaven Pkwy, Suite 408, Virginia Beach, 23452**

**Telephone: 757-437-8862 ext. 302**

**Pragmatic Solutions** is a staffing firm specializing in the areas of finance, accounting and IT services. A SWaM certified business, Pragmatic Solutions has served clients such as Fannie Mae, Freddie Mac and Capital One.

**President: Shanta Patel**

**Address: 7617 Little River Turnpike, Suite 455, Annandale, 22003**

**Telephone: 703-750-2330**

**Robra Construction** is a full service construction company serving such clients as Norfolk State University, Christopher Newport University and the U.S. Army Corps of Engineers. Robra Construction is SWaM and 8(a) certified.

**President: Aubrey Wilson**

**Address: 708 S. Rosemont Road, Virginia Beach, 23452**

**Telephone: 757-340-4140**

**Rubin Communications Group** is a marketing and public relations agency located in the Hampton Roads region. Their client list includes the City of Virginia Beach, the Hampton Roads Partnership and WVEC-TV.

**President: Sara Jo Rubin**

**Address: 4542 Bonney Road, Suite B, Virginia Beach, 23462**

**Telephone: 757-456-5212**

**Sani-Tear, Inc.** is a SWaM certified business specializing in hand hygiene. They produce various hand sanitizers, promoting good health by providing an effective hand sanitizer that eliminates germs and bacteria in seconds while moisturizing the hands.

**Vice President: Amy Peters**

**Address: 4444 Germanna Hwy, Suite 305, Locust, 22508**

**Telephone: 540-972-3304**

**SCI Group** is a minority owned, 8(a) certified software consulting firm with clients such as Lockheed Martin, NASA and the U.S. Department of Homeland Security.

**President: Shankar Rachakonda**

**Address: 8117 Leesburg Pike, Suite 300, Vienna, 22182**

**Telephone: 703-556-0449 ext 16**

**Security Business Archives** is a SWaM certified company specializing in records management and storage. Clients include Phillip Morris and University of Virginia.

**President: David Young**

**Address: 120 Giant Drive, Richmond, 23224**

**Telephone: 804-231-1900 ext 3335**

**SUPRA Corporation/Capitol Management** is a minority owned logistics management and IT services company. Established in 1992, SUPRA Corporation is 8(a) certified and has a client list that includes the U.S. Census Bureau, ALTRIA and the U.S. Army Center of Military History. Also Specializes in services to Black Farmers. Recently received funding through Federal government for assisting Black Farmers.

**President: Terry Garrett**

**Address: 43075 Lake Ridge Place, Leesburg, VA 20176**

**Phone: 703-669-2590**

**The Livas Group** is an award winning minority owned architecture firm, founded in 1948, specializing in urban planning, landscape architecture, interior design and comprehensive architecture. The client list for the Livas Group includes Hampton University, Norfolk State University and the public school systems for the Cities of Virginia Beach, Norfolk and Chesapeake.

**President: Elbert Walker, Jr.**

**Address: 246 West Freemason Street, Norfolk, 23510**

**Telephone: 757-627-0896**

**Prime Choice Foods** is a family-owned and operated, approved and certified manufacturer of organic snacks. The company sells its product under the brand name Go-Mex and produces private label products for Hain Celestial, Kroger, Publix, and Utz.

**President: Jose Gomez**

**Address: 1400 Newton Street, Bristol 24201**

**Telephone: 276-591-1880**

**Thompson Hospitality** is recognized as the largest minority owned food service company in the U.S. Founded in 1992 and specializing in the contract food service industry, Thompson Hospitality has contracts in 40 states. 2500

**President: Warren Thompson**

**Address: 505 Huntmar Park Drive, Suite 350, Herndon, 20170**

**Telephone: 703-964-5500**

**United Management and Development Corporation** is a minority owned construction conglomerate specializing in major construction projects in the greater Richmond area.

**President: Tyrus Bingham**

**Address: 200 E. Cary Street, Richmond, 23219**

**Telephone: 804-644-1212**

**Vigil Contracting** is a SWaM and 8(a) certified contracting firm specializing in general construction, construction management, design build and renovation. Established in 1999, the client list for Vigil Contracting includes the U.S. Departments of Agriculture, Defense and Homeland Security.

**President: Shannan Vigil**

**Address: 2406 Crofton Blvd, Crofton, MD, 21114**

**Telephone: 410-451-9510**

**Young Moving & Storage** is a specialist in moving household goods. The company is an Allied Van Lines Agent with its Corporate Headquarters in Richmond, Virginia. Operations are fully automated, allowing customer service representatives (CSR) to track all details related to any relocation and respond personally to each transferee.

**President: Frank Young**

**Address: 4000 Mayflower Drive Lynchburg 24501**

**Phone: (434) 528-3900**